

Framework Agreement

OCRE

[OCRE Website](#)



- Dashboard
- Resource List
- Classic Infrastructure >
- Cloud Foundry >
- Functions >
- Kubernetes >
- OpenShift >
- Satellite >
- VMware >
- VPC Infrastructure >
- Security and Compliance
- Code Engine >
- API Management
- App Development
- DevOps
- Interconnectivity
- Observability
- Schematics
- Apple
- Blockchain
- Integrate
- Managed Solutions
- Watson



Log in to IBM Cloud

Don't have an account? [Create an account](#)

Enter your IBMid [Forgot ID?](#)

IBMid

Continue



Remember ID



# OCRE

Agreement

Offer

Support

Credits

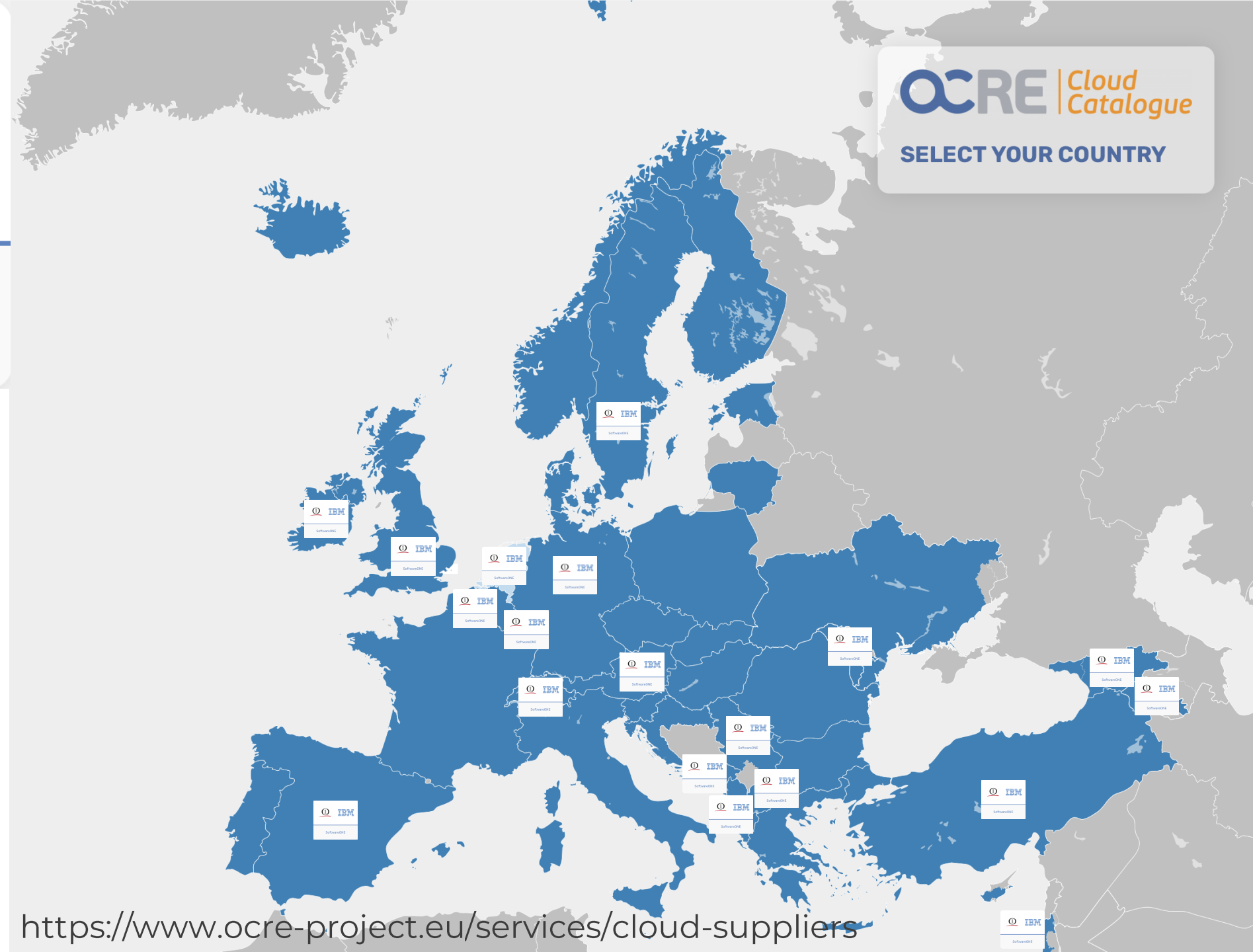
Contacts

FAQ



## SoftwareONE

- Agreement for IBM Cloud awarded to SoftwareONE in 19 countries
- **No traffic cost**
- **17% discount**
- **IBM Engagement Fund available for 720K Euro credits (divided in 20K lot's) which can bring the discount to 37**



# IBM's hybrid cloud and AI solutions

Business Transformation and Hybrid Cloud Services

## IBM Services

Digital Transformation • Application Modernization • Intelligent Workflows



System Integrator Partners

Hybrid Cloud Software

## IBM Software

IBM Cloud Paks

Automation • Data and AI • Integration • Networking • Security • Industry Capabilities



Software and SaaS Partners

Hybrid Cloud Platform

## Red Hat Hybrid Cloud Platform

Development, Security and Operational Services



Infrastructure

## IBM Cloud



## Public Clouds

AWS • Azure • Others



## IBM Systems



Enterprise Infrastructure

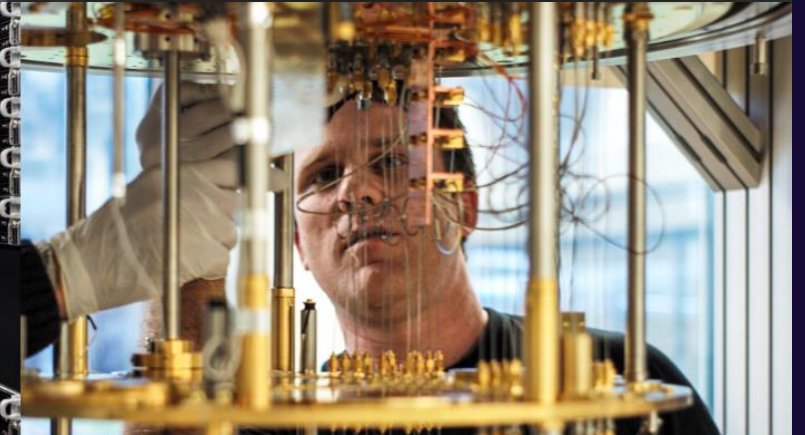


## Edge



# IBM's mission: lead the adoption of hybrid cloud and AI

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**IBM Software**  
IBM Cloud Paks



→

Automation • Data and AI • Integration •  
Networking • Security • Industry Capabilities

**IBM Cloud**



→

IBM Cloud catalog

**Featured**

**Services**

Software


Consulting

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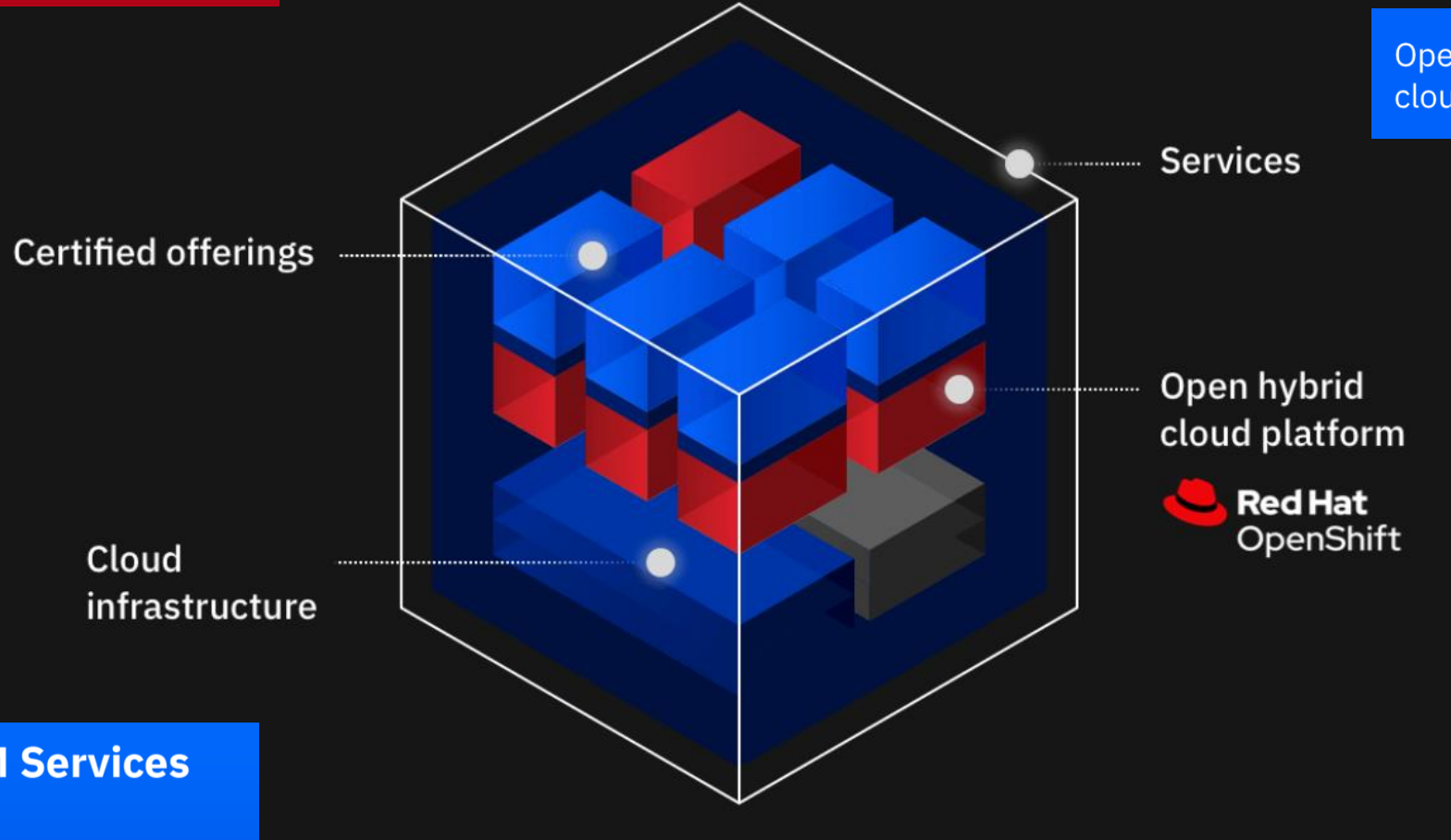
**Category** ^

- Compute
- Containers
- Networking
- Storage
- AI / Machine Learning
- Analytics
- Blockchain
- Databases
- Developer Tools
- Logging and Monitoring
- Migration Tools
- Integration
- Internet of Things
- Security
- Mobile

Open source for hybrid cloud



→



**IBM Services**



→

**IBM Systems**



→

Certified offerings

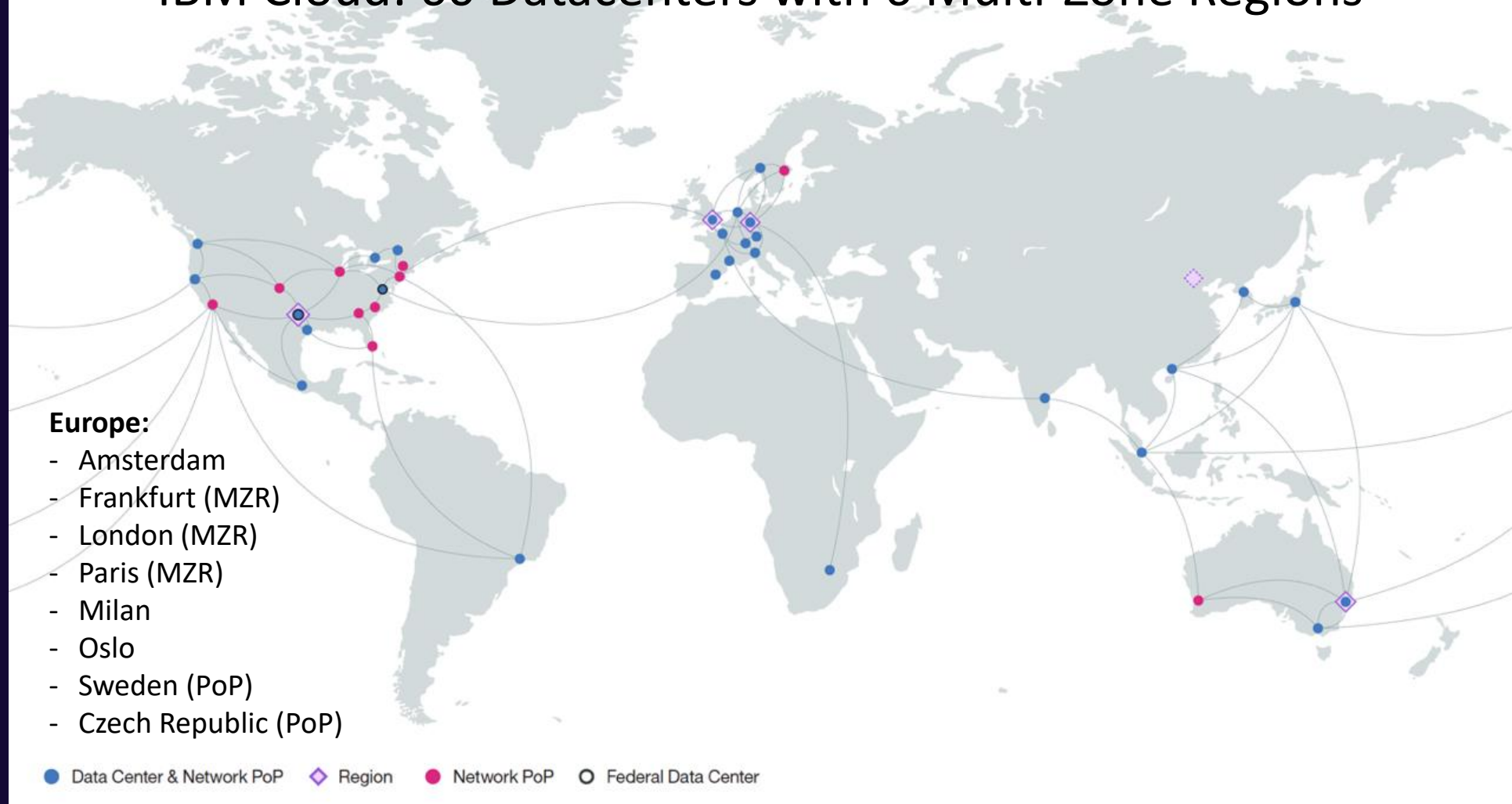
Services

Open hybrid cloud platform













Cloud infrastructure

## IBM Cloud: 60 Datacenters with 6 Multi-Zone Regions



## Alle hybrid cloud compute opties

-  Classic Infrastructure
-  Cloud Foundry
-  Code Engine
-  Functions
-  Kubernetes
-  OpenShift
-  Satellite
-  Security and Compliance
-  VMware
-  VPC Infrastructure

## Open Source IBM + Red Hat = 1



## Security



### Hyper Protect Crypto Services


IBM • Security

Keep Your Own Key for cloud data encryption with a dedicated key management service built on FIPS 140-...

Financial Services Validated • IAM-enabled

## Data Science & Machine Learning

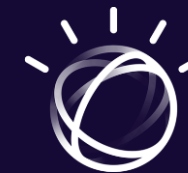
 Gartner

 Magic Quadrant

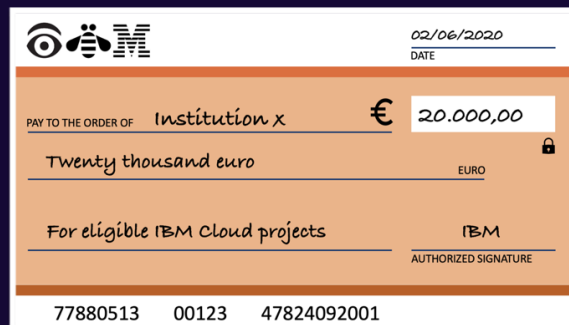
IBM named 2021 Leader:

→ Data Science & Machine Learning Platforms

→ Cloud AI Developer Services



## OCRE Aanbiedingen



### Watson Studio

IBM • AI / Machine Learning

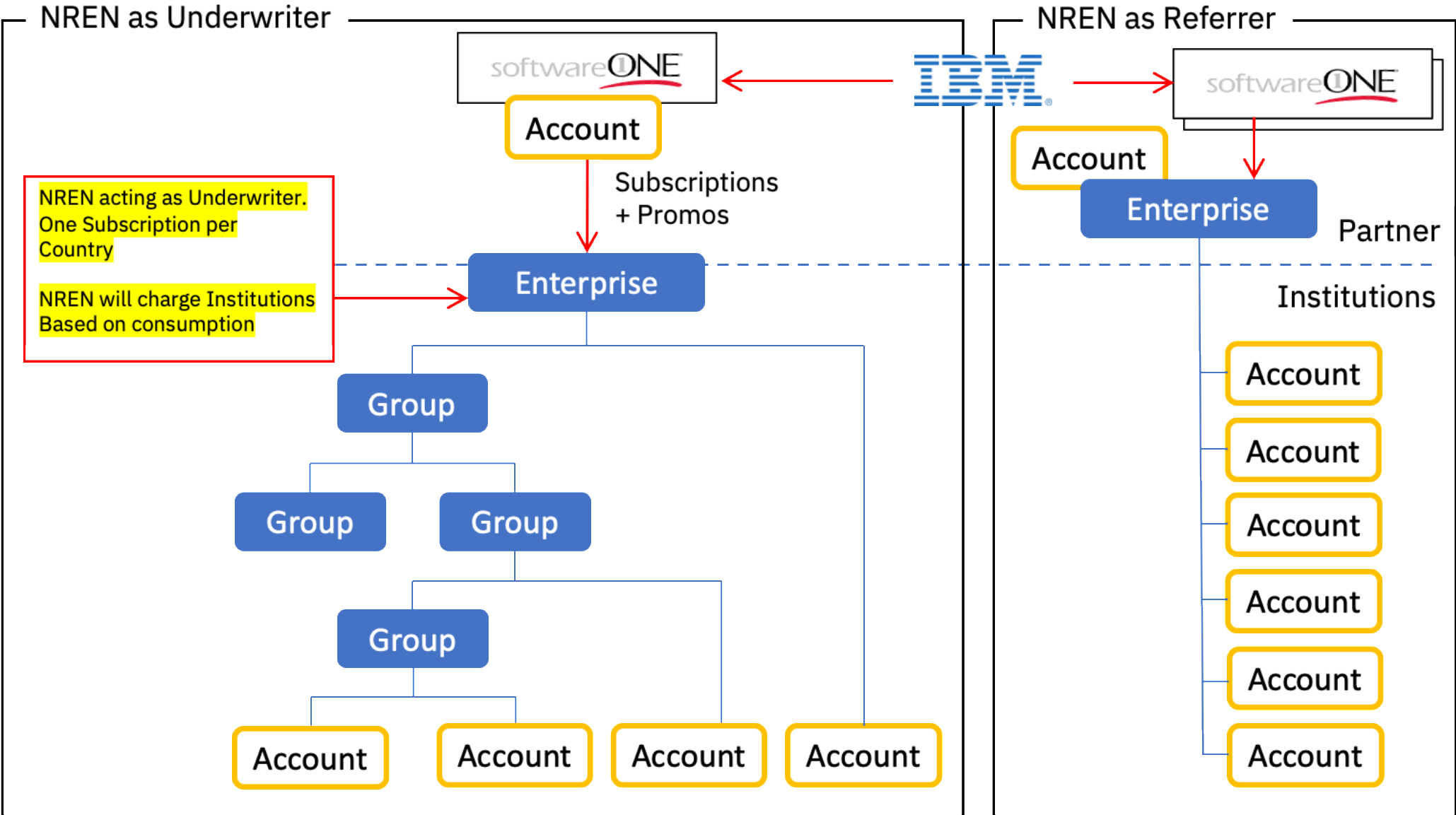
Embed AI and machine learning into your business. Create custom models using your own data.

Lite • Free • IAM-enabled

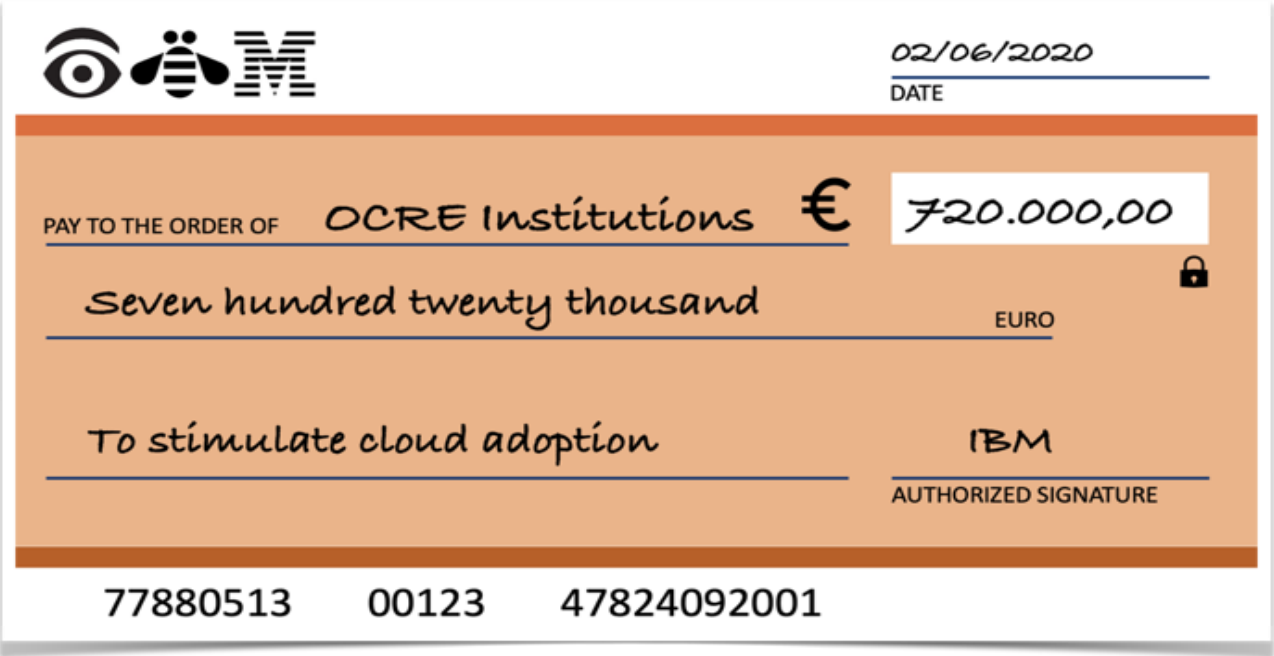




# IBM Cloud – Enterprise Account Structure



# IBM OCRE Engagement Fund



36 Vouchers of \$20,000



- To generate demand for IBM Public Cloud we are launching the "IBM OCRE Engagement Fund".
- During the first 18 months of the contract we will provide vouchers (promo codes) of \$20,000 each for infrastructure project signings with a minimum of \$100,000.

# Team



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# OCRE/ACOnet SoftwareONE IBM FAQs

## Question

Who may use the product? Definition of the user groups

Pricing models

What are the discounts?

How do these discounts comply with ingress/egress?

Do you have volume discounts available?

Any kind of pre commitment necessary?

Data protection

Warranty / liability

License Types

Services/Products available

How can we purchase the services (direct, tool, platform...)

What is the process?

What is the minimum purchase quantity?

What is the duration of the contract?

Can you describe the opt-out options?

What is the notice period?

What is the payment modality?

Payment terms?

Currency

Invoicing / per month / per year (e.g. if volume discounts are applicable, do these count for the whole payment or just for this limited period?)

 softwareONE

## Answer

**All ACOnet members**

**17% - no cost recovery fee**

**Traffic cost are reduced to 0**

**Not in general exceptions are reserved instances and other special programs**

**No**

**General IBM data protection**

**General IBM warranty / liability**

**IBM ESA (Enterprise Agreement)**

**All IBM Cloud Products**

**Through SoftwareONE IBM Partner**

**Contact SoftwareONE or IBM**

**no minimum**

**3 years +1**

**Exit Process is pre defined and guaranteed**

**No specific notice period**

**Reseller (SoftwareONE) will invoice based on consumption**

**30 days**

**EURO**

**Based on customer needs**